

COLORADO SPRINGS, COLO., SUNDAY, FEBRUARY 18, 1912

## George Ade's New Fables in Slang 1912 Models



He Produced From a Leather Pouch a Glistening Nugget He Had Found in a Lonely Gulch Near Death Valley

## Vacant Lot Gardens in Minneapolis

What One City Did in Beautifying and Utilizing the Waste Land Within Its Limits.

By LEROY BRUGHNER,

Editor of the Minneapolis Tribune and Chairman of the Committee on Vacant Lot Gardens of the American Civic Association.

Exclusive Service. The Survey Press Garden club planted 325 vacant lots with vegetables and flowers in the year of 1911. 200,000 square feet to vegetables and 250,000 to flowers. It disclosed a successful vacant lot garden, with 22,000 packages of vegetable seeds to children, covered every acre of vegetable that did not contain 10 miles of the main arterial street with grass and flowers.

The careful business man of Minneapolis, like the rest of the country, has been interested in the practical value of cultivating city vacant lots, but Minneapolis has gone one step further. Minneapolis is one of the most progressive cities in the country, and resulted in other cities' success in a similar venture, swamping myself as president of the Minneapolis Garden club with requests for information in regard to our plan and methods of operation.

The members of the Minneapolis

## ONCE STONED IN CHICAGO

Citizens Disliked the High Dog Cart.

In the American Magazine is a sketch of Mrs. J. T. Bowen of Chicago, a woman of wealth and ability, whose contributions toward the betterment of her city are described in an article by Jane Addams. Following is an extract from the article, showing how Chicago used to treat anybody who undertook to establish metropolitan standards.

"Chicago, in spite of its size and somewhat world-wide aspect, is yet so absurdly young that inhabitants of Fort Dearborn are still living and children and grandmothers recall spirited recitals of Indian forays repelled from its first stockade. One of these, Mrs. Joseph T. Bowen, heard many stirring adventures from her grandfather, Edward H. Haddock, who in the early '30s drove a prairie schooner from Detroit containing \$20,000 in gold, which the United States government sent to Fort Dearborn. The young government employee, much impressed with the soldiering facilities at the foot of Lake Michigan, returned to Fort Dearborn the following year, and this time the prairie schooner carried his bride and the household equipment of a pioneer.

Louise Haddock deKoven, the subject of this sketch, was their only grandchild. The family lived for many years in a red brick house on the corner of Wabash avenue and Monroe street, past which "lances" of cattle were continually driven on their way to the stockyards.

"Young Chicago was striking in many ways to be more fashionable and Miss deKoven at the age of 15 assumed her obligation in this direction by appearing in the first high dog-cart which the city had ever seen. Both she and the liveried man behind her were at times vigorously strode as a demonstration of democracy, and on one occasion the groom, exasperated by these misses and holding democratic principles of his own, jumped down from the cart as he was crossing Rush street bridge, flinging his despised coat and high hat into the back of it as he hotly announced: 'You can take this liveried man if you want to, but you can't take me.' The unadmitted young girl drove on without looking back, sustained by the reflection that the incident only made clearer the necessity for metropolitan stan-

dards in Chicago."

The oversight of gardens was initiated to a superintendent and six assistants, each of them being given 50 gardens and required to go from garden to garden giving assistance and advice. "The first two societies were dropped in June, two more the first of July, and another the first of August. They started work two months before planting time.

Two objections were made by almost every person who was urged to garden or who applied for a garden; one, that on account of inability to fence, chickens, dogs, and vandals would destroy the gardens; and that on account of the inability to water nothing would

## The New Fable of the Man Who Was in Position to Take Advantage of a Good Thing

Once there was a prosperous Manufacturer who had made his Stake by handling an every day Commodity at a small Margin of Profit.

One Morning the Representative of a large Concern dealing in Guaranteed Securities came in to sell him some gilt-edged Municipal Bonds that would not a shade under 5 per cent. "I'll have to look into the Proposition very carefully," said the Investor as he tilted himself back in his jointed chair. "I must have the History of all previous Bond Issues under the same Auspices. Also the Report of an Expert as to possible Shrinkage of Assets. Any Investment should be preceded by a systematic and thorough Investigation."

Having delivered himself of this Signed Editorial he dismissed the Bond Salesman and went back to his Morning Mail.

The next Caller wore a broad Sombrero, leather leggings and a Bill Cody Gaiter also the Hat down over the Collar. He looked as if he had just escaped from a Medicine Show. After lowering the Curtains he produced from a Leather Pouch a glistening Nugget which he had found in a lonely Gulch near Death Valley.

The careful Business Guy began to quiver like an Aspen and bought 10,000 shares at \$2 a Share on his Personal Guarantee that it would go to Par before Sept. 1st.

MORAL. It all depends on the Bait.

## The New Fable of the Morning on Which He Should Have Overslept.

Once Morning A Precinct Parasite owing Allegiance to a Political Party of Progressive Principles went around to the dingy office of a Fuel Supply Co. to pull off the customary Fake Primary.

He was met at the Door by a broad-faced Lady of benevolent Mien and Black Ribbons on her Nose-Glasses who told him to use the Mat and not track up the Place.

"What is the Idea?" asked the alcoholic Henchman, looking vainly about for Bottle Nose Curley, Mike the Pike, and Smitty the Dip, who always had been his associates in the sacred Task of registering the Will of the People.

Instead of the old familiar strong-arm Phalanx he saw a Party of plump Joans who were hanging Chintz Curtains, arranging neat designs of Sweet Peas around the Ballot Box and getting ready to fire up a Sombrero. When he glanced into the Polling Booth and saw that it was draped with Doilies he nearly had a Hemorrhage.

"This is the Glad Day you have heard so much about," replied Laura Chivington Cadbury, displaying her dainty Badge which showed that she was a Judge. "You will be expected to wear Gray Gloves with a Morning Coat and put a Gardenia in your Lapel. As the Voters arrive you will softly inquire their Names and lead them along the Receiving Line and make sure that each is given either a Macaroon or an Olive."

That evening when they sorted the Votes and decided to throw out all that were Soiled or folded Improperly he was over in a corner making out a list of Guests for the waiting Reporters.

MORAL. Equal Suffrage will have a demoralizing Effect on one of the principal Sexes.

## The New Fable of the Young Fellow Who Had No Father to Guide Him.

Once there was a Boy who had been told twice a Day ever since he could remember that if he started to go into one of those Doggeries with Swings and Doors in front and Mirrors along the Side, a

grow even after manavers did leave nothing. The gardens developed a healthy tendency toward early rising.

It was soon discovered that no big dogs ran at large in the city and that no danger resulted from that cause.

Vandals could not be excluded even by fences, but the extent of Vandalsism was so small as to exclude anybody from applying for a garden for 1912.

The second objection was in reality none at all for the dry farming method was adopted and imposed on members by providing a penalty in the competition for prizes for the man who had applied artificial moisture. A garden was conducted in the heart of the city on what is commonly known as the hottest corner in Minneapolis and was dry farmed. The lot was wedged in between buildings, with the glass of the sun and flourished all summer long.

When a member applied his name and address and the lot he wanted were recorded on a card, a supervisor viewed the lot to decide whether it could or should be used for gardening. No fertilizer was needed because practically every lot was virgin soil. The supervisor then looked up the application to see if he really wanted a garden. The gardener had to clear the job of rubbish and otherwise get it ready for planting time.

From the big economic consideration, more than 800 men and women were given a chance to return to the soil from which they came, or to go to the soil of which they knew.

"Would you call that government of tidal a conservation?" I should say.

"I replied. Farmer Corinthos, 'The

Blue Fawn would shoot out and bring him to a standstill."

A Society had been warned that every Playing Card in the world Book was a Compendium of Foul admitting one to a Hot Gridiron or the Mail Parrotto of the Fiery Furnace.

Another little Paper Cigar was another Spike in the Partial Casket.

With a dozen or eight Guardsmen training on Day and Night to keep him away from the Letters of the Wicked World it looked like a Pipe that he would grow up to be the Death of a Tuesday Seminary.

Across the Street lived a poor unfortunate Lad whose Father was making the future Engineer to take a layaway faster than the Revenue Office could eat Stamps on it. He was the one to "Admit." When they were trying to get him away from it he would take a chance running to the Arsenic to Extract of Vanilia.

A good big head all the Laws of Heredity the one Son was cast for the Part of Joe Morgan, He is now the Head of a Mail Order House.

When he wore a Corkscrew to pull his Hat off he was 32 Ears and runs a Mile.

The Graduate of the Lecture Bureau may be found in a swagger Club any evening with a Brothel. He is at his Right, a stack of Stun' Lumps at his Left and Two Small Pairs pressed closely against his Bosom.

MORAL. The modern Ambition seems to be to vary the Program.

## The New Fable of the Dancing Man Who Wore Out His Pumps and His Rating.

Once there was a Porch Rat, who was a Parlor Snake and a Hammock Hound. He worked the popular Free Luncheon Routes for 30 years before deciding to look up and begin paying for his own Food and Drink.

When he started flirting from Bud to Debuptante to Irgenous to Fawn to Broiler to Kiddykadee back in 1880 he was a famous Beau with skin-tight Trousers, a white Puff Tie run through a Gold Ring and a Hat lined with White Satin, the same as a Child's Coffin.

In 1890 he was parting his Hair in the Middle, in imitation of a good Bird Dog, and had been promoted to the Veteran Corps of the iron-legged Dancing Men and the insatiable Diners-Out. He would eat on his Friends about six Nights in each Week and repay them every Christmas by sending a Card showing a Frozen Stream in the Foreground and Evergreen Trees beyond.

In 1900 he was beginning to sit out some of the Numbers. Also, when he got into his Evening Togs, his general Contour suggested that possibly he had just swallowed a full-sized Watermelon without slicing it up. But he was still Johnny-answer the bell when it came to Dinner Parties.

In 1910 he carried a little Balloon under each Eye and walked as if he had Gravel in his Shoes. He was still trying to be Game, although he had a different kind of Digestive Tablet in each Pocket and would rather tackle Bridge than the Barn Dance.

The Path was becoming Lonely and the whispering Trees seemed tall and forbidding. He decided to whistle for a companion. The Dear Girls had been dogging him for three Decades and he decided to let one of them have her Wish at last.

He hunted up one aged 24 and broke the Glad News to her and she told him not to rattle his Crutches over the Mosiac Floor as he went out the Front Way.

He is now living at a Club organized as a Home for Men who have Gone Wrong.

When he pushes the Button the Bell-Hop matches to see who will be Stuck.

Moral. There is an Age Limit, even for Men.

Copyright 1912, by George Ade.

## EIFFEL TOWER TO HAVE A NEW DRESS

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The Gazette brings you the news of the world every evening in the year. Fully edited, complete but concise, and effectively displayed.

# COLORADO SPRINGS GAZETTE

NO. 11,481-10TH YEAR

Subs. to date, 6,500 sets, 5,000.  
Mean temperature yesterday, 38.  
Weather today—sunny, cold.  
Sunny yesterday, 53 per cent of  
clouds.

PRICE FIVE CENTS

## GOVERNMENT LOOKS UPON LETTER AS DIRECT INSULT

Communication From Colombian Minister  
May Cause Diplomatic Rupture

State Historical  
Society of Colorado

United States

WASHINGTON, Feb. 18.—A grave diplomatic situation between the United States and Colombia has been precipitated by the publication of a letter which Señor Pedro Nel Ospina, the Colombian minister, has written to Acting Secretary Taft, suggesting that it might be "inopportune" for Secretary Knox to visit Colombia during his projected tour of Central America.

The Colombian minister, first drawing a reply, one of the several in attention to the fact that the views of complaint put forth of my government, seriously criticizes the United States for not submitting to arbitration the differences with Colombia growing out of this government's acquisition of the Panama canal zone.

Inasmuch as the letter admittedly is the personal expression of the minister, it was received at the state department as a personal insult to this government. No action has been taken, but the incident is known to have stirred officials of the United States to such an extent that the recall of the Colombian minister is expected. It may be that a termination of diplomatic relations between this country and Colombia is in prospect.

Knox Due in Colombia in March.—Acting Secretary Wilson had advised Señor Ospina of the probable itinerary of Secretary Knox. What is said to have particularly aroused the Colombian minister was reference to the Republic of Panama in the itinerary, a country whose independence Colombia never has recognized. A tentative itinerary of Secretary Knox tonight makes provision for a stop at Cartagena, Colombia, March 25. After the customary diplomatic preamble, the ministers' letter says:

"Speaking, therefore, in my own name and without any knowledge of the views of my government on the matter, I take the liberty of suggesting that there is perhaps reason for believing that such a visit of his excellency, the secretary of state, may happen to be considered an inopportune at the present time, in view of the fact that Colombia still finds herself placed by the United States in the same position as the United States in view of the

policy of the United States has been that any difference growing out of the revolt of Panama from Colombia should be settled by these two countries, and to submit the present claims of Colombia to arbitration. It would be to admit that the United States shares responsibility for the partition.

### SECRETARY KNOX WHO BEGIN TRIP WEDNESDAY

WASHINGTON, Feb. 18.—Secretary Wilson's departure from the State Department, to begin his tour of Central America, will be delayed until Wednesday, Feb. 20, because of the inopportune arrival of the Colombian minister, who has written to the State Department, suggesting that it might be "inopportune" for Secretary Knox to visit Colombia during his projected tour of Central America.

It is to be regretted that even an apologist of the United States, Roosevelt, both when he occupied the position and when he resigned to private life, has done his best to publicize his matters, has always emphatically maintained the propriety and desirability of submitting to the decision of an impartial tribunal of arbitration the decision of international controversies involved in the same.

"I shall apologize if this, my suggestion, is taken as born of the desire which induces me to avoid any action of separating the differences which exist between the two countries, to see the hour arrive when they may be satisfactorily settled, to which my country always has been, and is now, a party."

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MAKES DRAFTERS SICK

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SAN DIEGO, Cal., Feb. 18.—President Francisco I. Madero of Mexico issued a personal order, today prohibiting the passage of trains from the United States to Lower California. The reason for the order is not known here. The enforcement of the order is entrusted to the army.

"I shall apologize if this, my suggestion, is taken as born of the desire which induces me to avoid any action of separating the differences which exist between the two countries, to see the hour arrive when they may be satisfactorily settled, to which my country always has been, and is now, a party."

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# Geo. H. Paul ANNOUNCES HIS LATEST EXPLOITATION

## THE BLUE RIBBON INVESTMENT

George H. Paul purchased 5,000 acres of land in the Pueblo, Colorado, area, and is now developing a large orchard there. The orchard is located in the Colorado River valley, about 10 miles from Pueblo, Colorado.

### THE FAMOUS TELLER ORCHARD LANDS

The George H. Paul Company has chartered a large orchard in the Pueblo, Colorado, area. The orchard is located in the Colorado River valley, about 10 miles from Pueblo, Colorado. The orchard is to be developed over the next few years, and it is expected to be a major source of income for the company.

#### "The Man Behind" the Company



Now, listen: Invest your capital in something that is growing, not something that is full grown.  
That's the idea.  
Catch the point?  
Invest in something that will grow

#### DO IT NOW--- DON'T DELAY

In a profit-making investment two vital elements are necessary—you must know OPPORTUNITY when you meet it—then SEIZE it.

#### TWO RENOWNED PRODUCTS—COLORADO CLIMATE AND COLORADO APPLES

#### THE GEO. H. PAUL SYSTEM

The George H. Paul System is a unique and effective way to grow apples. The system is based on the principle of "natural" apple growing, which means that the trees are not pruned or trained in any way. Instead, the trees are allowed to grow naturally, and the fruit is harvested when it is ripe. The George H. Paul System is a proven method of growing apples, and it has been used successfully for many years.

We offer these terms under contract to plant and maintain an orchard for the purchaser, and to enter into a long-term development contract, in this we agree to sell you 5 acres of land in the forest land in Colorado, prepare the ground thoroughly, furnish the trees, plant 70 to 75 apple trees with 68 to 71 cherry tree interplants to the acre, cultivate, irrigate, prune, spray, and care for the trees under expert supervision for five years from the time of setting out and turn over to you one of Colorado's best orchards, ready to produce a permanent income of \$500 to \$1,200 per acre annually, according to the care given it, all for the sum of \$100 per acre, payable 10 per cent down and 1 per cent per month until paid for, on a cash and yearly payment plan.

Colorado apple land is growing in value from year to year and while you are making payment on your contract the trees are growing older. Five acres of this land set to orchard by this company will make the investor wealthy in a few years time. Apple land today is worth \$750 to \$1,000 per acre set up in trees.

#### PLAN OF SALE

Do you know that 65 per cent of the population of the United States is living in the cities and towns? The question is, "can the 35 per cent feed the rest?"

#### NO TIME LIKE NOW ---DO IT TODAY

# The George H. Paul Orchard Co.

Denver Office: 531 17th St.

Colorado Springs Office: The Burns Bldg.

Pueblo Office: 500 North Main St.

OUR PANORAMA BOOKLET FREE

#### FREE TRANSPORTATION

Please know you and thoroughly consider that our hard project is to go to the United States, we will refund your railroad expenses for the investigation trip if you our base. A warranty will be given to our men without further payment on the spot, and you the man who has the exception features stamp this project as the Blue ribbon project most of Colorado.

THE GEO. H. PAUL once said, "If in future it happens to you to pay for it, we will be our purchasers to pay for the price advanced."

ORIGINAL IN POOR CONDITION









## COLORADO SPRINGS GAZETTE

THE OLDEST REPUBLICAN DAILY NEWS, PAPER IN COLORADO.

Published every day in the year at The Gazette Building by the

## COLORADO SPRINGS GAZETTE CO.

CLARENCE P. DODGE President  
CHARLES T. WILDER Editor  
M. A. EGE Business Manager

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TELEPHONE MAIN 219.

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ONE MONTH—DAILY AND SUNDAY \$6.00  
ONE YEAR—DAILY AND SUNDAY \$7.00  
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ADVERTISING RATES ON APPLICATION.

The Gazette is the only newspaper in Colorado Springs which receives the full report of the Associated Press every day of the week.

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Atlanta..... Chandler Building

SUNDAY, FEBRUARY 18, 1912.

## REVISION OF THE MINERAL LAND LAWS

OF LATE years intelligent public opinion has been directed more and more to national problems and there probably never was a time when the laws relating to the mineral lands of the United States were under such general and active discussion. Among those familiar with the situation the need of thorough revision has long been recognized, but self-interest and inertia have prevented any considerable accomplishment. The demand for change is more widespread and better organized than ever before and the withdrawals from entry of certain areas, first by executive proclamation and later by congressional action, have forced the attention of the general public to the need of change.

The American Mining Congress has maintained for several years a committee on the revision of the mineral land laws which has lately undertaken a campaign to secure from Congress the creation of a commission to hold public hearings and receive suggestions looking to the complete revision of all the Federal laws relating to mineral lands. This plan is receiving support and has excellent prospects of being adopted. While everyone concerned believes in the need of change there is no unanimity of opinion as to just what the changes should be. The Mining and Metallurgical Society of America, an organization comprising many of the foremost mining engineers of the country, has appointed a strong committee to study and report on this matter and its findings should be of greater value in helping to solve this troublesome problem.

The mineral lands are divided into many classes, each one of which must, to arrive at a satisfactory result, be discussed separately. In Colorado we are chiefly interested in the laws relating to lands containing metalliferous minerals, and it is of that phase we propose to speak. The question of coal, oil and other classes of mineral lands is not acute in this state.

No one familiar with the

THE LAW mining camps of Colorado and the rest of the Rocky Mountain region will disagree with Mr. George Otis Smith, the director of the United States Geological Survey, who says in his annual report: "The law of the apex has proved more production of expensive litigation than of economical mining." This law is archaic; it is an attempt to apply a simple rule to a very complex matter and, as all such attempts must, it has resulted in confusion. It was intended to protect the rights of the discoverer of a vein of valuable mineral but it has done just the opposite. To be sure, as long as the vein shows no particularly remarkable values the rights of the owner remain unquestioned, he can follow it to China if he wants to and his money holds out; but as soon as it becomes known that it is of unusual richness the owner of some adjoining piece of ground steps in and claims the apex. It does not matter whether or not the original discoverer is in the right, in either case he is involved in a long and expensive law suit and must prove his right.

Mr. Smith goes on to say: "The unit of disposition should be the claim, preferably square, limited on its four sides by vertical planes, and of a size sufficient to allow the miner occupying two contiguous claims to follow the vein or lode to considerable depth, even if its dip is only 45 degrees." This is the sort of claim they have in Mexico, in British Columbia and in some other mining countries, and Americans who have mined where such laws are in force are invariably struck with the many advantages they have over the apex law of the United States.

The objection has been offered to such a law in this country that a radical change would create confusion but it is hard to see why it should. Of course it would take a little time for prospectors and others to become familiar with the new method of locating claims, but any confusion so created would be small compared with that caused by the present law. That such

a change can be made successfully is proved by the fact that British Columbia originally had an apex law similar to ours but the people there were quick to see its drawbacks and changed to the square claim with vertical boundaries. The change was made, it is said, without trouble or confusion.

Under the existing laws of the United States the discovery of mineral in place is made a prerequisite to the location of a mining claim. This prevents the legal requirement of a class of ore deposits which geologic study may show to exist underground with a definiteness that is often greater than in places where the ore actually comes to the surface. The law should allow claims to be taken up where adequate geological evidence shows the existence of mineral whether actual outcrops are present or not.

Another point that should be covered by the new law is the matter of enforcement of work on unpatented claims. The present law requires certain annual assessment work but the laxness with which it is enforced is notorious. In many mining districts large and promising areas are held for years by persons who make no effort to develop them, and hold them by doing only the most perfunctory sort of assessment work. The new law should be so framed as to make it necessary for the locator to actually develop his claim in order to hold it.

## NATIONAL HOMES

THE beginning of work on extensive additions and improvements to the Modern Woodmen Sanatorium just north of the city is a reminder of the importance of this institution to Colorado Springs. People who have not visited the place probably have small idea of the extent to which it is being developed. It is now a village in itself, with a big tent colony and several larger buildings of the most substantial construction. The money spent for the maintenance of the institution adds considerably to the volume of local trade, and will increase steadily as the sanatorium is enlarged to take care of additional patients.

The Union Printers' Home is a no less conspicuous example of the sort of institution worth having and encouraging. In the twenty years since it was established it has spent here approximately \$7,500 a month for maintenance, and has grown until the entire plant—grounds, buildings and equipment are now valued at not less than \$1,000,000. It is recognized everywhere as the best conducted and most successful institution of its kind maintained by any labor organization in the world, and its methods are constantly used as a model for the conduct of other institutions. Such a condition certainly argues intelligent and able management of the affairs of the International Typographical Union.

**OPEN-PARLIAMENT**  
WANTS A SOUTHERN SOCIETY.  
To the Editor of The Gazette:  
I, too, think that a southern society would add much to the happiness of those from the south who now make their homes in Colorado Springs.

Although unable to help in organizing such a society, being an invalid, I hope it will materialize.

I would like to be a member, also hope the members of the society is founded, will be charitable and call on the sick, who long to meet others from Dixie.

I join Louisiana, North Carolina and Virginia in urging that we get acquainted.

Colorado Springs, Feb. 17.

— GEORGIA.

WOMEN AND THE CHURCH.

Instead, why don't the men who speak in behalf of "The Men and Religion Movement" come out like MEN and say: "The great sin of the Church is ours—we have bosses the job but left the actual work, principally, to the Women—who have done and have done the best they could, hampered by our (the men's) leadership."

For, whoever saw a church that could not shape up enough men for a board of Deacons, BISHOPS or Trustees? And who is there that does not think those boards, with the preachers, are the direct leaders of the Church? Yet, like Adam of old—lay the blame on Eve—with the spirit of "We Adams will now come in and show you Eve how to do things."

Well, Adam—come on in, but you will have to change your spirit if you want to accomplish any good.

"ONE OF THE WEAKER SEX." Colorado Springs, Feb. 17.

WILL THE SMOKING HABIT CONTINUE?  
To the Editor of The Gazette:  
We venture to say that tobacco smoking, now so common, will vanish from the habits of the people. It is below the enlightenment of the age. The history of the past has shown that customs have been followed by people generally for a time, but when ill consequences became apparent, have been abandoned. The force of habit and environments lead the mass of the people, today, to tobacco smoking, at the sacrifice of money, health, the comfort of others and many inconveniences.

For a time custom leads people to engage in烟, where no benefit results, and where certain damage and disgraceful follies and annoyances to others follow, but the intelligence of the people eventually prevails and shifts the folly from one evil practice to another.

Now, our prophecy is that tobacco smoking is so much committed to the intelligence of this century, that its harm is so evident and its benefit so few, that it will be abandoned.

Wood's *Material Medica*, says: "Nicotine is one of the most powerful poisons known. A drop of it in a concentrated form was found sufficient to kill a dog, and small birds perished at the approach of a tube containing it. Multitudes have lost their lives by smoking. Dr. O. M. Stowe of Boston, states: "A tobacco user's chance of recovery from a malignant disease are lessened 50 per cent." Tobacco stunts the physical growth of youth and weakens the powers of mind. Principal Taylor of Wilmington, Del., says: "In over twenty years of experience as a man to judge, and to do good in his life,

teacher, I cannot recall a single boy who used tobacco and maintained a high average in his classes, and further, some who were bright and stood well in their classes, lost their standing when they acquired the tobacco habit." Statistics show that at that school during 10 years not one student graduated at the head of his class who used tobacco, although five out of six of the students used tobacco. The authorities of the Ohio Wesleyan University, Bishop Bushford, their president, adopted the policy, after careful investigation, of the greatest influence of their college, to prohibit the use of tobacco entirely by the students.

Smoking unfit for responsible work. A continental railway employee remarked: "A railroad might as well go to the country to hunt game for its employees as to continue to employ a smattering smoking crew." The postmaster of one of our largest post-offices bars everyone from employ in his office who uses tobacco.

The facts have become apparent that smoking injures the heart, weakens the nervous system, damages the eyesight, increases liability to deafness, fosters cancer and other diseases. Smoking makes the air bad for others, causes the body to stink so as to carry everywhere an offensive odor with the person, wastes money and injures respect from others. While we are spending fortunes in searching for germs with a microscope and seeking the causes for disease, we are openly bringing upon our race by the wasteful tobacco habit, one of the well-known sources of mental and physical disability. In the face of these facts which have become apparent, we venture to say that tobacco smoking has reached its zenith and will decline.

J. P. H.  
Colorado Springs, Feb. 17.



COLLOQUIAL FOR GOT A JOB.

From the Wausau (Wisc.) Gazette.

W. C. HILL has accepted a position in the library barn.

+

MORE OR LESS GARDENER.

From the London Times.

Gardener—Head working or single-handed; good all round; inside and out; age 22; married.

+

THE INSPIRED COMPOSITOR.

From the Houston Chronicle.

This room is to be finished in a combination of mahogany and white enameled woodwork, French remains, etc.

+

THE DAILY CHIT-CHAT—BY RUTH CAMERON

My son, if you would be wise, open your eyes, next your ears, and last of all your mouth, that your words may be words of wisdom and give no advantage to your adversary."—Old Indian Proverb.

The value of knowing when to keep one's mouth closed is a very old story, but a letter friend has presented it to me in a new aspect, which is more than worth passing on.

It seems that the above Indian proverb was brought into English three-quarters of a century ago by a man named George Catlin. This man, being on the verge of consumption, went and lived outdoors among the Indians. From this wild life, he brought back his health and thus interesting observation that the Indians make a very special point always to keep their mouths shut, except when eating or speaking.

And as anyone who knows anything about Indians will testify, that latter process would keep their mouths open very long.

Not only did he notice that the adult Indians observe this rule, but also that all the squaws were most careful to see that the babies' mouths were closed when they were sleeping.

He found that the Indians were almost entirely immune from decayed teeth—think of it, with no dentists, no tooth brushes, no dental floss, no tooth powder, to save them—and from throat troubles, and he was so much impressed by that he adopted the practice of keeping his mouth closed as much as possible. To that and to the fresh air, he ascribed his recovery.

Mr. Catlin must have been the original grandfather of health faddists for he was so thoroughly converted that he wrote a pamphlet to show that all human ills could be avoided if one would always breathe through the nostrils. This pamphlet was entitled "Shut Your Mouth," and closed thus: "If I were to endeavor to bequeath to posterity, the most important motto which human language can convey, it should be in three words, 'Shut your mouth.'"

It is interesting to observe how closely the old Indian wisdom tallies with modern medicinal teachings. Just the other day, in a progressive dental magazine, I read a long article, telling how many of the defective and delinquent children were found to be mouth breathers and how much improvement in them had been made by attending to the defective tonite or protruding teeth, which caused this continual mouth breathing. And to think that the Indians knew all this a century ago!

The letter friend who sends me all this information, says that he has not only formed the habit of keeping his mouth carefully closed in the daytime, but sleeps with a band tied under his chin and over his head, to make sure that his mouth shall not drop open when he is asleep.

We all know that mouth breathing is harmful, but I think it will not hurt any of us to be reminded anew of the many advantages of keeping our mouths shut. And I especially recommend to mothers the wisdom of the Indian women who, a century before the day of health fads, were forming this health habit for their little papooses.

Well, Adam—come on in, but you will have to change your spirit if you want to accomplish any good.

"ONE OF THE WEAKER SEX." Colorado Springs, Feb. 17.

— RUTH CAMERON

## SCRIPTURE

ECCLESIASTES III, 1-12.

To everything there is a season, and a time to every purpose under the heaven:

A time to be born, and a time to die; a time to plant, and a time to pluck that which is planted;

A time to kill, and a time to heal; a time to break down, and a time to build up;

A time to weep, and a time to laugh; a time to mourn, and a time to dance;

A time to cast away stones, and a time to gather stones together; a time to embrace, and a time to restrain from embracing;

A time to get, and a time to lose; a time to keep, and a time to cast away;

A time to rend, and a time to sew; a time to keep silence, and a time to speak;

A time to love, and a time to hate; a time of war, and a time of peace.

What profit hath he that worketh in that wherein he laboreth?

I have seen the travail, which God hath given to the sons of men to be exercised in it.

He hath made every thing beautiful in his time: also he hath set the world in their heart, so that no man can find out the work that God maketh fro mthe beginning to the end.

I know that there is no good in them, but for a man to rejoice, and to do good in his life,

— RUTH CAMERON

## The Great Conflict

A Half Century Ago Today

FEBRUARY 18, 1862

QUARTER BACK PAPER partisan Confederate leaders made a daring dash on a body of Ohio cavalry near independence, Mo. The engagement which did not rise above a skirmish, was exceedingly hot for a short time. The Confederates got away neatly.

The constitutional convention for the new state of Western Virginia, which had been holding sessions in Wheeling for 29 days, adjourned. The free state provision was defeated in the convention. Commissioners were appointed having power to reassemble the convention if the new state is admitted into the Union by congress.

The tone of English speech regarding the United States was different this day. John Bright made a strong speech in parliament denouncing the attitude of England in the Trent affair, and Earl Russell explained the case of Mr. Shaver, a British subject in prison at Fort Warren, sustaining the action of the American government.

Flag Officer Goldsborough and Brigadier General Burnside issued a proclamation at Roanoke Island, inviting the inhabitants of North Carolina to separate themselves from the malignant influences of the bad men in their midst and to return to their allegiance.

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Fourteen Colorado Springs physicians signed a paper recommending the immediate introduction of a new sewage system in the city.

Assistant Postmaster Van Dusen stated that with the exception of the Christmas quarter, the office would do more business for the first three months for 1912 than ever before in its history.

All the new books for sale at

HARDY'S  
16 North Tejon

THIRTY YEARS AGO TODAY

FEBRUARY 18, 1862

Irving Howbert left for a visit in the

Twenty Years Ago Today

FEBRUARY 18, 1892

The day lots in Fremont, by which name Cripple Creek was then known, were assessed at a value of \$50 each.

The projectors of the road from

Fremont to Cripple Creek hoped to

finish the work in 25 days.

An overturned lamp in the residence

</div



NECKWEAR

## HATS

"Spring 12"

SHIRTS

At and up.

Gorton's good hats for spring 1912 are ready for you, the very latest shapes in advance of the season. Stiff and soft hats priced at \$3 & up.

Mrs. 113  
Cly. 113  
Ref. 113  
Pikes Park

Specialists in good clothes and nothing else.

FURNITURE  
AND HOUSEFURNISHINGS  
C. & C. CREDIT

## The Furniture

116 N. Tejon. Open 11 A. M. to 9 P. M.

Starching a  
Shirt

A part of the process of starching and ironing a shirt is to starch the shirt sometimes a great deal.

Not all starch is however, as we take up to see that the shirt is starched enough, and that the sleeves are not starched stiff, dirty, or crusty.

It makes a good garment, and in most cases, it is.

The Pearl Laundry  
Co., Inc.

Laundries to Particular People.

1224 E. Pikes Peak.  
Phone Main 1054.

The Laundry that uses Ivory

Soap.

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Open 11 A. M. to 9 P. M.

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## The Care of Your Watch

Unless the perfect, delicately adjusted parts of your watch are kept clean and lubricated they will without doubt become worn, so that your watch will lose its dependability. Every watch should be thoroughly overhauled at least once in eighteen months. If you have neglected this, you should bring it in now. An expert is ready to give it the attention it needs.

## The Johnson Jewelry Company

DR. T. B. FLEMING  
DENTIST  
OVER BUSY CORNER  
Phone Main 2821

## Solid Gold Rings

Over 1,000 patterns from \$1.00 to \$300.00  
400 Watches, most any kind  
made, from \$1.00 to \$25.00  
50 Diamond Studs, from \$7.50 to \$275.00

**M.K. Myers**

27-29 E. HUERFANO  
We Loan Money on All Valuables  
Business Transactions  
Confidential  
ESTD. 1892

## Self-Control, Knowledge of One's Business and Work--Three Essentials

The Rev. Frank L. Moore of Cheyenne, Wyo., delivered the sermon at the Colorado college vesper services in Perkins hall yesterday afternoon at 5 o'clock. His text was: "Study to be quiet and learn to do your own business and work with your hands." He also used the fifth of the seven sealed sayings of Christ, discovered in 1897, and supposed to have been written in the third century: "Take the stone and thou shalt find me; cleave the wood and there am I."

Mr. Moore's sermon was divided into three parts: study to be quiet, learn to do your own business, and work with your hands. He said that Paul saw very clearly the values of life. He soon learned the value of self-control and quiet living without drunkenness. A study of Paul's life will be a study in self-control, he said.

Second, learn to do your own business. "Our lives are planned by God," said the Rev. Mr. Moore, "and our chief business in life is to find the tasks that he has given us. Every task is of the greatest importance, whether large or small, and we should find it and then attend to it--learn to mind our own business."

Third, work with your hands. Through the belief that Christ will soon return, many are spending their lives in religious services, and the Rev. Mr. Moore preached against this. He pointed out Paul's plea with the people to work with their hands and do the tasks God had given them to do.

"There is a great danger in a life without work," he said. "Many of us are overburdened with work, but, it will always, in the end, prove our salvation. Work for the moral value; those who work are always fruitful. Work produces offerings; let the work stop and the result would be disastrous."

He spoke of the dignity of labor and of its usefulness. He said: "Learn to do and spiritualized results. God and man do God's work and in conclusion quoted his second text: 'I will leave the wood and there am I.'

**Horlick's**

Horlick's is the best food for all ages.

## COLORADO SPRINGS GAZETTE

THE OLDEST REPUBLICAN DAILY NEWS- PAPER IN COLORADO

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SUNDAY, FEBRUARY 18, 1912

## REVISION OF THE MINERAL LAND LAWS

OF LATE years intelligent public opinion has been directed more and more to national problems and there probably never was a time when the laws relating to the mineral lands of the United States were under such general and active discussion. Among those familiar with the situation the need of thorough revision has long been recognized, but self-interest and inertia have prevented any considerable accomplishment. The demand for change is more widespread and better organized than ever before and the withdrawals from entry of certain areas, first by executive proclamation and later by congressional action, have forced the attention of the general public to the need of change.

The American Mining Congress has maintained for several years a committee on the revision of the mineral land laws which has lately undertaken a campaign to secure from Congress the creation of a commission to hold public hearings and receive suggestions looking to the complete revision of all the Federal laws relating to mineral lands. This plan is receiving support and has excellent prospects of being adopted. While everyone concerned believes in the need of change there is no unanimity of opinion as to just what the changes should be. The Mining and Metallurgical Society of America, an organization comprising many of the foremost mining engineers of the country, has appointed a strong committee to study and report on this matter and its findings should be of greater value in helping to solve this troublesome problem.

The mineral lands are divided into many classes, each one of which must, to arrive at a satisfactory result, be discussed separately. In Colorado we are chiefly interested in the laws relating to lands containing metalliferous minerals, and it is of that phase we propose to speak. The question of coal, oil and other classes of mineral lands is not acute in this state.

No one familiar with the mining camps of Colorado and the rest of the Rocky APEX.

Mountain region will disagree with Mr. George Otis Smith, the director of the United States Geological Survey, who says in his annual report: "The law of the apex has proved more production of expensive litigation than of economical mining." This law is archaic; it is an attempt to apply a simple rule to a very complex matter and, as all such attempts must, it has resulted in confusion.

It was intended to protect the rights of the discoverer of a vein of valuable mineral but it has done just the opposite. To be sure, as long as the vein shows no particularly remarkable values the rights of the owner remain unquestioned, he can follow it to China if he wants to and his money holds out; but as soon as it becomes known that it is of unusual richness the owner of some adjoining piece of ground steps in and claims the apex. It does not matter whether or not the original discoverer is in the right, in either case he is involved in a long and expensive law suit and must prove his right.

Mr. Smith goes on to say: "The unit of disposition should be the claim, preferably square, limited on its four sides by vertical planes, and of a size sufficient to allow the miner occupying two contiguous claims to follow the vein or lode to considerable depth, even if its dip is only 35 degrees." This is the sort of claim the, have in Mexico, in British Columbia and in some other mining countries; and Americans who have mined where such laws are in force are invariably struck with the many advantages they have over the apex law of the United States.

The objection has been offered to such a law in this country that a radical change would create confusion but it is hard to see why it should. Of course it would take a little time for prospectors and others to become familiar with the new method of locating claims, but any confusion so created would be small compared with that caused by the present law. That such

a change can be made successfully is proved by the fact that British Columbia originally had an apex law similar to ours but the people there were quick to see its drawback and changed it to the square claim with vertical sideline. The change was made, it is said, without trouble or confusion.

## OTHER CHANGES NECESSARY.

Under the existing laws of the United States the discovery of mineral in place is made a prerequisite to the location of a mining claim. This prevents the legal acquirement of a class of ore deposits which geological study may show to exist underground with a definiteness that is often greater than in places where the ore actually comes to the surface. The law should allow claims to be taken up where adequate geological evidence shows the existence of mineral whether actual outcrops are present or not.

Another point that should be covered by the new law is the matter of enforcement of work on unpatented claims.

The present law requires certain annual assessment work but the laxness with which it is enforced is notorious. In many mining districts large and promising areas are held for years by persons who make no effort to develop them, and hold them by doing only the most perfunctory sort of a settlement work. The new law should be so framed as to make it necessary for the locator to actually develop his claim in order to hold it.

## NATIONAL HOMES

THE beginning of work on extensive additions and improvements to the Modern

Woodmen Sanatorium just north of the city is a reminder of the importance of this institution to Colorado Springs. People who have not visited the place probably have no idea of the extent to which it is being developed. It is a fortress in itself, with a big tent colony and several larger buildings of the most substantial construction. The money spent for the maintenance of the institution adds considerably to the volume of local trade, and will increase steadily as the sanatorium is enlarged to take care of additional patients.

The Union Printers Home is a no less conspicuous example of the sort of institution worth having and encouraging. In the twenty years since it was established it has spent here approximately \$7,500 a month for maintenance, and has grown until the entire plant—grounds, buildings and equipments are now valued at not less than \$1,000,000. It is recognized everywhere as the best conducted and most successful institution of its kind maintained by any labor organization in the world, and its methods are constantly used as a model for the conduct of other institutions. Such a condition certainly argues intelligent and able management of the affairs of the International Typographical Union.

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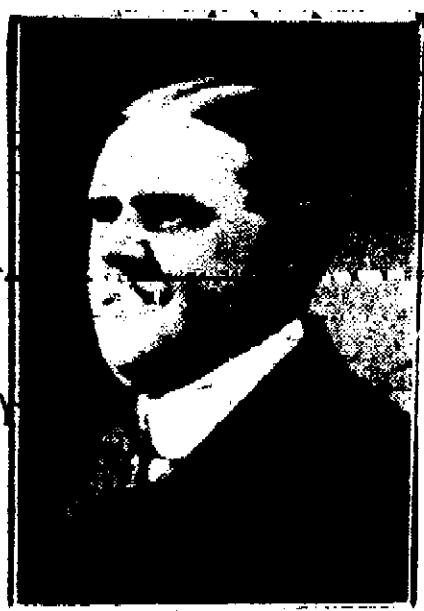
# THE SHIELDS-MORLEY GROCERY CO.

COLORADO SPRINGS, COLO.

## One of the Oldest and Widest Known Exclusively Wholesale Grocery Houses in the West

Business house in the west is better known than in The Shields-Morley grocery company. The firm was incorporated on February 1, 1898, by the late Messrs. John G. Shields and F. H. Morley, that being the incorporated at Denver and later with the expanding trade increased the capitalization to \$15,000. Both Mr. Shields and Mr. Morley were excellent business men, and their spirit and their high principles and close attention to the foundation for their business, which has become characterized as a model to other firms as well as a profitable and satisfactory investment for their followers. Their liberal and broad minded, business spirit and sound principles not only placed the firm among the foremost of the state and the entire west, but also did much to promote the public interests of Colorado Springs.

George K. Shields



The firm's business interests practically cover the southern and western portions of the state and is steadily growing. The liberal policies adopted by the firm in its earliest days has been continued, which in substance are the liberal extension of credit, the sending of the best grades of goods manufactured, and low and equitable prices. Their efforts in promoting the sale of Colorado manufactured goods are liberal contributions to all local and state public institutions, and are ready and keen to join hands with the commercial houses for the upbuilding of their city, county and state. They hold memberships in the Colorado Springs Chamber of Commerce, buy all supplies, stationery, etc., from local dealers, and have in their employ 38 people, most of whom have families and maintain homes in Colorado Springs.

They do absolutely an exclusively wholesale business, and have no connection whatever with any manufacturing, jobbing or retail institution of any nature. They operate three separate and distinct departments, grocery, tobacco and cigars and candies, all of which embrace complete and varied lines from the cheapest to the best. The Shields-Morley grocery company probably represents exclusively more nationally known and advertised brands of goods than any one firm in the west. Among some of the lines represented are: White House coffee, Manitou table water and gingerale; Optimo and New York Havana cigars; Morning Dawn, New York, packed fruits and vegetables; Lindquist Colorado manufactured cakes and crackers; Griffin & Shelley's canned fruits and pineapple; Huke and Sweet's lines of candies; and many other well-known lines, too numerous to mention.

The reputation earned by this house of fair and courteous treatment to all, and its wide-awake methods, is one to be proud of. They do not aspire to be the "biggest," but they do claim to be the "best." No "keep off the grass" signs about their place.

This firm has an organization second to none, and it is claimed that they go to every town and hamlet in the state that is reached by this paper.

Samuel B. Morrison



Mr. Johnson came to Colorado Springs in 1898. He was born in Illinois and left public school at the age of 14 to enter the employ of the publishing house of H. S. Belk & Co. of Chicago. For five years prior to his coming west he held a very responsible position with Marsh & McLeam, insurance brokers. He was employed by the Shields-Morley grocery company as cashier and credit man in 1910. Mr. Johnson is a very capable and valued employee of the company, and has won for himself a host of friends among

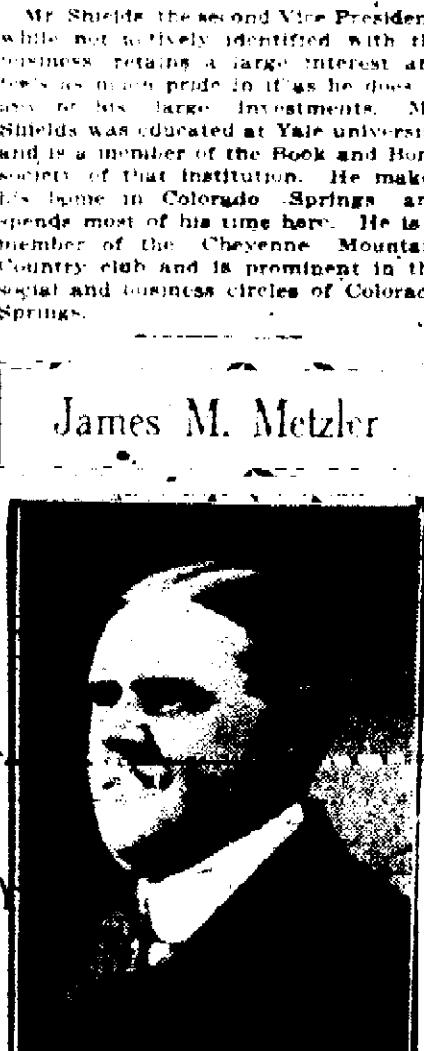
the traveling salesmen in the state. He is better known or better liked than is "Sam" Morrison. He came to Colorado Springs in 1902 from Duluth, Minn., where he was employed by the Wells-Stone Mercantile company. He has continuously represented the Shields-Morley grocery company in the Cripple Creek district since the time of his arrival here in February, 1902 (except only when he is a traveling salesman). The firm leaves the business of the district entirely to his good judgment, and he enjoys the absolute confidence of every merchant there.

To dwell on Jim Bussey's good qualities would be an idle waste of words, as he is as widely known as any man in the state, and his bout is always on the surface. He is a member and past exalted ruler of the Elks Lodge No. 209, a Democrat, and a jolly good fellow.

Mr. Bussey married Miss Cora Agnes Compton, September 24, 1902, the

firm's customers and the general business community by his polite and courteous manner.

James M. Metzler



Mr. James M. Metzler has charge of the company's cigar and tobacco department. He travels as far west as Grand Junction, and, in addition works Pueblo and the local city trade. Whenever he travels his jovial disposition has won him a host of friends and his brands of goods predominate. Mr. Metzler was born in Winchester, Ill., and came to Pueblo in 1898, where he entered the service of the McLeod-Brown Mercantile company as city salesman. In 1902 he purchased an interest in the Ridgour-Baker-Brown Mercantile company of Pueblo, with which firm he remained until March 15, 1908, when he came to Colorado Springs, purchasing an interest in this company and taking charge of their cigar and tobacco department. In July, 1902, he purchased an interest in The Shields-Morley grocery company and was elected treasurer. Upon the death of Mr. John G. Shields, in 1907, Mr. Metzler was elected president of the company. His worth was very quickly appreciated by the stockholders of his company, as well as by the general business public.

Mr. Metzler is a member of The Colorado Springs Chamber of Commerce, the El Paso and Elks clubs, and possesses a host of social and business friends and acquaintances throughout the state.

Under his able management the business has gone rapidly forward.

Franklin T. Metzler



Mr. Franklin T. Metzler, the president of the company, needs no introduction to the people of Colorado. There is not a better known business man in the state. His friends in both business and social circles are countless. His brands of goods predominate. Mr. Metzler was born in Winchester, Illinois, and came to Pueblo in 1898, where he was associated for nine years with The McLeod Mercantile company. Here opportunity was presented to him to go to Topeka, Kansas. He was associated there with the McLeod interests under the firm style of The Kister-Metzler company. After two years he decided to return to Colorado, where the opportunities for young men were so numerous and flattering. In July, 1902, he purchased an interest in The Shields-Morley grocery company and was elected treasurer. Upon the death of Mr. John G. Shields, in 1907, Mr. Metzler was elected president of the company. His worth was very quickly appreciated by the stockholders of his company, as well as by the general business public.

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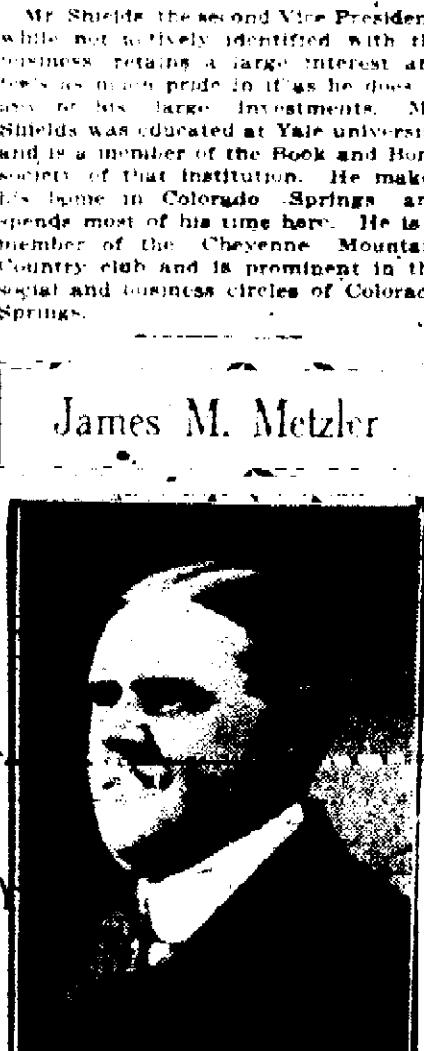
Mr. Bussey represents the Shields-Morley grocery company as city salesman in Colorado City; also travels for them on the Denver & Rio Grande rail way as far as Castle Rock and south to Pueblo, and just on the Rock Island as far as Limon. To his customers and friends he is "Jim" Bussey. Every old and young, know him, and he is as loyal to them as he is to his house. He was born in Veradale, Morgan county, Missouri, 41 in the winter for "Uncle" Jim's birthday. He attended public school in Rich Hill and graduated high school in the A. T. T. He attended the Normal school and taught school for two years. Some of his history will be an interesting surprise to most of his friends. He came to Colorado Springs in 1902, and in March, 1903, entered the employ of the Shields-Morley grocery company as traveling salesman.

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John G. Kittleman



Mr. Kittleman is in charge of the shipping, receiving, and warehouse of the company. He is a native of Colorado Springs, and was born in 1886. He is a dandy. Mr. Kittleman went from Iowa to Kansas in 1892, and came to Colorado in 1898. In 1900 he came to Colorado Springs and engaged in the candy business. This business he operated very successfully until absorbed by the company. During the time Mr. Kittleman was engaged in business he made many warm friends. He is a very capable buyer and a clever salesman. His department is very complete, including the very best lines of confectionery manufactured and has proven to be a very valuable addition to the company's business.

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L. K. Johnson



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W. H. Parry



Mr. Parry, secretary of the company, came to Colorado Springs in 1898, and engaged in the retail grocery business. Later was employed by H. C. Lowe & Co., then engaged in the wholesale grocery business, which firm was absorbed when the Shields-Morley grocery company was incorporated.

When the company purchased the business of H. C. Lowe & Co., it also inherited Mr. Parry, one of its most valuable assets. After weathering the storms of all these years, his host of admiring friends and customers must admit that he has worn well and "planned roses around the roses" with the younger members of his firm. He is a large stockholder in the company and is one of their most valued city salesmen. He is prominently identified with church and public works, and it is safe to say the biggest booster for the city of Colorado Springs, the state and the Shields-Morley grocery company.

Youngest daughter of Henry Templeton, one of the pioneers who settled in El Paso county in 1862. Mr. Templeton built the first flour mill in Colorado, and hauled the machinery from St. Joseph with ox teams to Colorado City.

John Oliver Spicer



The buying of the firm is looked after by Mr. Frank T. Metzler and Mr. John O. Spicer. Mr. Spicer was born in Memphis, Tenn., and received his schooling in the public schools of that city. At a very early age he entered the employ of the wholesale grocery firm of Shanks, Phillips & Co. of Memphis, and later was connected with the firm of A. G. Wagner & Co. as head grocerman. Owing to the failing health of his wife, he came to Colorado in 1906, finally locating in Colorado Springs. He was employed by his present company on August 15, 1906, as an office salesman. In 1907 he purchased the interest of Mr. W. H. Tucker and was elected secretary and later treasurer of the company. After carefully investigating conditions he decided that Colorado Springs offered more natural and business inducements than any other part of the state. The wide experience of Mr. Metzler and Mr. Spicer as buyers give the firm many market advantages, and has enabled them to reach into new territory and to earn for the company the reputation of "getting the business" wherever they go. No department of the business is watched any closer than is the buying.

Mr. Spicer is a member of the Colorado Springs Golf club and the Colorado Traffic club of Denver, and is secretary of the Colorado Wholesale Grocers club of Colorado.

William K. Sutherland



Mr. Sutherland is office salesman, and has charge of the freight, claims, shortages, and is the general "trouble" man. He catches overcharges as readily as he does undercharges. When anything goes wrong "Bill" is there like a stone wall—you simply can't get "by him." He was born in St. George, New Brunswick, Canada, was schooled at Houlton, Maine, and finished his education in Hobart college, Geneva, New York. At the age of 18 he entered the employ of Potter & Wrightington, Boston. He came west to "grow up with the country." In 1897 he was in the employ of The McCord Mercantile company, of Pueblo, until 1907, when he was engaged for his present position with The Shields-Morley grocery company. He is generally conceded to be the best posted man on freight rates and traffic matters in the state. Having resided in Boston so long it is needless to say he is a good judge of "Baked Beans."

O. H. Guether



Mr. Guether is a native of St. Louis. He went through the public and high schools there, and graduated from Washington University. In 1890 he was employed by the Adam Roth grocery company, St. Louis, where he remained until 1900. He came to Colorado Springs and was employed by The Shields-Morley grocery company in 1901 as office salesman. Mr. Guether remained in the office about four years, when he was promoted as city salesman, for parts of Colorado Springs and for Manitou, the position he now so ably fills for the company. His sterling qualities and good salesmanship are appreciated as much by his customers as by his hopes.

Elmer J. McDermott



Mr. McDermott represents the company on the Rock Island railroad—out of Limon and on the Santa Fe in the Arkansas valley. He was born in Calhan, Colorado, and enjoys the distinction of being the first child born in that thriving little burg. After going through public school he took a commercial course in a business college and was employed by The Shields-Morley grocery company in April, 1912, as bill clerk. So well did he perform his duties and so carefully did he apply himself to the study of his work that he was placed on the road. "Mike," as he is commonly termed, has made a host of friends among his customers and fellow travellers, and is everywhere spoken of in the highest terms.

Thanks to Calhan—let us hope she will produce some more just like him.

Mr. McDermott was employed by his present firm. He served in the Federal army throughout the entire war and is a G. A. R. He is justly proud of his war record. "Mike" is everywhere liked and is one of the most valued and trusted employees of his company.

W. F. Mitchell



Mr. McDermott represents the company on the Rock Island railroad—out of Limon and on the Santa Fe in the Arkansas valley. He was born in Calhan, Colorado, and enjoys the distinction of being the first child born in that thriving little burg. After going through public school he took a commercial course in a business college and was employed by The Shields-Morley grocery company in April, 1912, as bill clerk. So well did he perform his duties and so carefully did he apply himself to the study of his work that he was placed on the road. "Mike," as he is commonly termed, has made a host of friends among his customers and fellow travellers, and is everywhere spoken of in the highest terms.

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Jimmy Metzler



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Jimmy Bussey



Mr. Bussey represents the Shields-Morley grocery company as city salesman in Colorado City; also travels for them on the Denver & Rio Grande rail way as far as Castle Rock and south to Pueblo, and just on the Rock Island as far as Limon. To his customers and friends he is "Jim" Bussey. Every old and young, know him, and he is as loyal to them as he is to his house. He was born in Veradale, Morgan county, Missouri, 41 in the winter for "Uncle" Jim's birthday. He attended public school in Rich Hill and graduated high school and taught school for two years. Some of his history will be an interesting surprise to most of his friends. He came to Colorado Springs in 1902, and in March, 1903, entered the employ of the Shields-Morley grocery company as traveling salesman.

To dwell on Jim Bussey's good qualities would be an idle waste of words, as he is as widely known as any man in the state, and his bout is always on the surface. He is a member and past exalted ruler of the Elks Lodge No. 209, a Democrat, and a jolly good fellow.

Mr. Bussey married Miss Cora Agnes Compton, September 24, 1902, the

firm's customers and the general business community by his polite and courteous manner.

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# SUNDAY GAZETTE

## COLORADO SPRINGS

# WANT AD SECTION

## Real Estate Review

### Gazette Want Ad Rates

5 Cents a Line Per Day  
25 Cents a Line Per Week.

\$1.00 a Line Per Month

Guaranteed Lost Ads Ni. Results; No Pay.

Telephone 215

### Gazette Want Ads - Results

# Wants Wants Wants

### WANTED - Male Help

**HIGH** Money writing songs. Thousands of dollars for anyone who can write successful Words, or Music. Past experience unnecessary. We want original song poems, with or without music. Send us your work today, or write for free particulars. H. Kirkus, 1041 N. Cascade, 329, Washington, D. C.

**TRUSTWORTHY** MEN or women wanted as local representatives of responsible manufacturer. High-class merchandise and clean selling methods. \$12.00 per week guaranteed on easy conditions, with possibility of \$30.00 and more. No experience necessary. MANUFACTURER, Box 238, Philadelphia.

**50 MEN**, 20 to 40 years old, wanted once for electric railway motor-men and conductors. \$60 to \$100 a month; no experience necessary. Fine opportunity; no strike; write immediately for application blank. Address P-100 care of Gazette.

**RAILWAY** mail clerks wanted: \$500 first year, promotion to \$1,000; examinations May 1 in every state; common education sufficient with 1000 hours; full information free; write for booklet. T-181. East Hopkins, Washington, D. C.

**WANTED** Two lady solicitors with selling experience. Call Monday, 525 N. Nevada. Re Tel.

**WANTED** Young woman as cook with references. Apply 1110 N. Tel. on. Re Tel.

**MRS. HENDERSON**, 122 E. Kiowa, furnishes experienced help, with references; both male and female.

**WANTED** Good cook who is willing to do some washing. Apply Mrs. W. M. Randol, Broadmoor. Phone 2064.

**WANTED** Strong, willing girl for general housework. 1201 N. Nevada.

**WANTED** First-class carpenters and one apprentice to exchange work for lots; part cash paid. The Hastings-Alien Realty and Building Co., 110 N. Tel.

**For Sale - Rooming House**  
**ROOMING HOUSE, NORTH**  
5 rooms, close in, north, hot water heat; full of rooming; a beautiful home and money maker combined; owner wishes to leave and will sacrifice for quick sale. See this at once.

**MARTIN SLAUGHTER**  
Suite 212, The Burns Bldg.

**FOR SALE** - The nicest small apartment house in Denver; closest Hill location; new, paying 20 per cent on investment. \$1,500 will handle it. Address A. A. Smith, 1331 Logan St., Denver, Colo.

**LOCAL** representative wanted; no canvassing or soliciting required; good income assured. Address National Cooperative Realty Co., 1205 Marston Building, Washington, D. C.

**WE PAY** 35 per 100 for certain names and addresses; steady work, male or female. Send stamp to particular, Star Specialty Co., Atlanta, Ga.

**100 MONTHLY** and expenses to travel and distribute samples for big manufacturer; steady work. S. Scheffer, Law Bldg., Chicago.

**BALL** players wishing try-outs in minor leagues, register now. Send stamp. NATIONAL BASEBALL Registration Bureau, Indianapolis, Ind.

**MAVE** home proposition for good carenter that wants work; some cash required. 225 E. Platte. Phone Red 203.

**MEN** to take Gauze Liner Cure. 124 E. Tel. Room 14 and 15.

**CLAIRVOYANT**  
Mrs. SAMSON, noted psychic, reads daily; meetings Sunday and Thursday evening. Prices within reach of all. Rooms 14-15, Burns Bldg., 1124 E. Pikes Peak.

**SPECIAL NOTICES**

**NOTICE** - Goods given away. New York Store. Bargains; will move 18 E. Kiowa.

**NEWSPAPERARCHIVE**

# Wants Wants Wants

### WANTED - AGENTS

**INDUSTRIAL MANAGERS** - Sickness, an agent insurance stock company, liberal P. & L. insures both life and accident settlements, and a business methods strongly recommended by insurance examiner. Our liberal profit sharing contract gives wonderful opportunity for good, permanent income to capable producers. Representatives wanted throughout the state. Address FEDERAL CASUALTY, Detroit, Michigan, experience, if any, and references.

**AGENTS** wanted for city, country and state to sell our famous Quikwork Vacuum cleaner. If you have the ability to appoint subagents, and have a small amount of capital to invest you can easily make from \$75 to \$150 per week. The Quikwork sells for \$7.50. Write immediate for agents discount and our new selling plan. Always mention territory desired. G. H. Jones Company, 217 W. Madison, Chicago.

**AGENTS, EITHER SEX**, to buy and sell our collection letters to merchants and physicians, generally guaranteed. One hundred per cent profit, or money back. Send six dollars for trial order with full instructions or write for particulars. The Federal Adjusters, Washington, D. C. Organized by virtue of act of congress.

**LADIES** wanted - Tint postcards, \$100 per month; \$100 daily, straight employment, no canvassing, experience unnecessary, mail dime samples, particulars. Burns, 611 W. 12th St., New York.

**LADIES** make shields at home, \$10 per 100, work sent prepaid to reliable works. Particulars for stamped addressed envelope. Eureka Co., Dept. B, Kalamazoo, Mich.

**TRUSTWORTHY** MEN or women wanted as local representatives of responsible manufacturer. High-class merchandise and clean selling methods. \$12.00 per week guaranteed on easy conditions, with possibility of \$30.00 and more. No experience necessary. MANUFACTURER, Box 238, Philadelphia.

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**WANTED** Strong, willing girl for general housework. 1201 N. Nevada.

**LADIES** used clothing bought, and sold at 37 N. Weber street. Phone 894.

**AGENTS**, learn about the profits made supplying perfumes to families. Address LEFFLER & CO., Indianapolis, Ind.

**DRY** Powder Fire Extinguishers kill gasoline fires; give 30 per cent profit. Automobiles and motorcycles. Free. Richmond Chemical Company, 4418, Richmond, Ind.

**GOOD** live agents wanted. Oil of gladness products. Dustless mousetraps (coll.) Hudson, 2219 Holly, Denver.

**AGENTS**, learn about the profits made supplying perfumes to families. Address LEFFLER & CO., Indianapolis, Ind.

**BOARD AND ROOMS**  
OPEN ward for healthseekers, single sleeping on porches, 88 week; private rooms, \$10 to \$12, with nurse-attention, best home cooking. 1440 Kearney St., Denver. Phone York 2-885.

**HARTSEL** Hot Springs for Rheumatism; good board and room at the Martin hotel, \$1.50 day; \$8 week; bath, 50c extra. Hartsel, Colo.

**WANTED** Three boarders to nurse back to health; porch tent or room; fresh eggs, milk, good home cooking. Address "Mother Goose," G-42.

**FOR SALE** - Furnishings of all kinds, block from business center, beautiful home-like place; barn; buy from owner and save down payment. 828, 8th Street.

**WE PAY** 35 per 100 for certain names and addresses; steady work, male or female. Send stamp to particular, Star Specialty Co., Atlanta, Ga.

**100 MONTHLY** and expenses to travel and distribute samples for big manufacturer; steady work. S. Scheffer, Law Bldg., Chicago.

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**MAVE** home proposition for good carenter that wants work; some cash required. 225 E. Platte. Phone Red 203.

**MEN** to take Gauze Liner Cure. 124 E. Tel. Room 14 and 15.

### WANTED - Situations

**AS** attendant, companion, maid of the consumptive, nurse or invalid patient, at home or in hospital, found capable and of good character of middle age. German-American, good health, habits and character. Update in Little Creek road, 1000 feet elevation. 111 N. Cascade.

**NICELY** furnished rooms, comfortable, hot and cold water, central and back, use of kitchen, reasonably. 111 S. Weber St.

**NICELY** furnished room, private, comfortable, hot and cold water, central and back, use of kitchen, reasonably. 111 S. Weber St.

**SUITE** rooms or second floor, arranged for light, housekeeping, close in, on 11th floor, large sleeping porch. 128 E. Platte.

**WOMAN** like to have a comfortable, conveniently located party room out of the most of time. The suite 218 N. Cascade.

**FURNISHED** large room, with alcove, kitchen steam heated. 111 E. William.

**TWO** rooms, heat, and light, modern house, north, housekeeping. Phone Main 4-259.

**COMFORTABLE** rooms, hot and cold water, convenient location. Everhardt Apts., Bijou and Telon.

**TWO** furnished rooms for housekeeping, ground floor, electric lights, bath, 26 S. Nevada.

**HOUSEKEEPING**, room, bath and comfortable. 828 N. Wahsatch or phone 2-877.

**WANTED** - Position by first class cook (woman), 225 E. St. Vrain. Phone Red 73.

**PRACTICAL** nurse wishes position in comfortable house with housework. Apply Main 2-735.

**CARPENTER** wants guaranteed work, new or old, day or contract. S-48 Gazette.

**WANTED** - Position as chauffeur. R. M. Muldoon, Gen. Delivery, Colo. City.

**PUBLIC STENOGRAPHER** Room 429, Higginson Building.

**BY** good meat cutter and grocery man. Address T-116. Gazette.

**WANTED** - At once, day work. Address T-211. Gazette.

**WANTED** - Position as chauffeur. R. M. Muldoon, Gen. Delivery, Colo. City.

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**WANTED**





# REAL-ESTATE OPPORTUNITIES

## Not a Speculation, but an Investment to buy lots in PARK LAWN ADDITION

One of the most sightly additions to Colorado Springs. Eight square blocks of ground extending from Columbia to Fontanero street and from El Paso to Prospect street. Streets 100 feet wide. To the east it overlooks the turfed course of the Colorado Springs Golf club, a park of 200 acres.

To the north, south and west an uninterrupted view of the mountains, bluffs and foothills, high and dry, and good soil for gardening. Gas, electricity, water and sewer connections; Steele school within a few minutes' walk. Restrictions insure permanent attractiveness of section for better class of homes.

This property is certain to rapidly increase in value. The new Tejon and Fontanero Golf course direct to the ground (10 minutes) from Pikes Peak Ave. All lots 50 or more feet front, 125 to 216 feet deep (none smaller).

This is not a doubtful "land scheme," but a safe and sound investment or home proposition to cultured people with ordinary incomes.

The prices asked for these lots are astonishingly low. Liberal discount for cash; easy installments if required. Special inducements for quick building.

Will trade a few lots for equities or income properties.

Properties in every section of the city for sale or trade.

Office and salesmen on property, northeast corner of Columbia and El Paso streets.

Phone 1775

## A. C. Hahn, Owner

### S. T. JOHNSON'S LIST OF EXCEPTIONAL OPPORTUNITIES

#### FOR SALE OR TRADE

45 ACRES IN THE FOUNTAIN VALLEY, clear title, clear of all encumbrances. 50 acres in cherries and all the land in cultivation. Good water right. To trade for Colorado Springs property.

40 ACRES NEAR HOLLY, in the Arkansas valley, small house on land. Good water right. To trade for Colorado Springs property.

320 ACRES, clear of all encumbrances, good improvements. To trade for Colorado Springs property.

A 10 ROOM MODERN HOUSE, tree and lawn, clear of all encumbrances for land or smaller property.

A 7 ROOM MODERN HOUSE, 1 1/2 room lower, tree and lawn, clear of all encumbrances in the south end of Tejon St. in the north end residence.

A 11 ROOM FULLY MODERN HOUSE AND 4 LOTS, clear of all encumbrances, for land or small property.

320 ACRES, COFFEE CO., KANSAS, very good improvements, nearly all clear of all encumbrances. To Colorado Springs property.

STOCK OF MERCHANDISE, invested at \$2,000. This is a good, clean up-to-date stock. Clear of all encumbrances. To trade for a mountain ranch.

A 6-ROOM HOUSE, in good condition, clear of all encumbrances. This is a good house, clear of all encumbrances. To trade for property, lower in price. Will give some difference.

500 ACRES in good condition. Improvements on this ranch cost the owner \$15,000. Located in Missouri. Owner is here and wants to trade for Colorado Springs property. Land free of encumbrance.

A GOOD 7-ROOM MODERN HOUSE, and 1 1/2 acres of ground, and a good exchange proposition. To exchange for running and doing a good business. Clear of all encumbrances, to exchange for land. New Mexico is preferred.

150 ACRES OF LAND, small house, fenced, close to Amo, Colorado. Price only \$700 for the 150 acres, \$100 payment down and balance on time to suit.

A BEAUTIFUL DENVER RESIDENCE, in choice location. The buildings and ground cost \$65,000. To exchange for land.

A 7-ROOM HOUSE, 1 1/2 acres of ground, and other improvements too numerous to mention. In Colorado Springs suburb. This place has been run for the last two years as a chicken ranch. Clear of encumbrance for property lower in price.

A 5-ROOM MODERN HOUSE, 2 large barns, 17 head dairy cows and equipment. Free of encumbrance to exchange for a smaller ranch.

15 ACRES high state of cultivation, 1/4 in fruit trees, close to Grand Junction. Best of water right. Clear to trade for Colorado Springs property.

5 ACRES in high state of cultivation, tract located near Roswell, New Mexico. fruit trees 6 years old. Clear to trade for Colorado Springs property.

200 ACRES TIMBER LAND. Timber on this land has never been cut. Fine proposition for a man who wants to engage in the lumber business. Clear of encumbrance for Colorado Springs property.

100 ACRES, clear in Oregon, for Colorado Springs property.

8-ROOM HOUSE, fully modern, 1 acre of ground, shade and fruit trees, clear of encumbrance, for Colorado Springs property.

STOCK RANCH OF 1,200 ACRES, fairly well improved, plenty of water, outside range. This land is located in El Paso county. To exchange for Colorado Springs property.

10 ACRES, free and clear of all encumbrance, choice location in Colorado Springs. For Nebraska land.

AN 8-ROOM HOUSE, and one acre of ground. House fully modern in every respect and located in Broadmoor; to exchange for land or smaller property.

A 6-ROOM HOUSE, fully modern in every respect on Nevada avenue, to exchange for Oregon land.

A BUSINESS BLOCK in Colorado City to exchange for land or other property.

100 ACRES, clear of encumbrance in Oregon, for Colorado Springs property.

FOR SALE FOR SALE FOR SALE

A COMPETITIONERY STORE in Colorado Springs, location and rent right. Will sell cheap for cash.

POOL AND BILLIARD HALL, with a number of tables. Good location and doing a good business. Will sell cheap.

ROOMING HOUSE OF 14 ROOMS, nicely furnished in north end. Location and price right.

FURNITURE OF A 16-ROOM HOUSE, centrally located. Price \$600. Cheap real.

S. T. JOHNSON  
REAL ESTATE, LOANS AND INSURANCE,  
32 S. Tejon St.

### FOR SALE—Real Estate



#### THIS IS A GEM

This new four-room cottage, located on a lot 60x100 in the north end, is not a cheap proposition if you are looking for a small place, that has been constructed with the greatest care and attention to detail. The exterior is painted and let me show this to you. Everything is made home to home here. Large rooms, clothes closets, extra large sleeping porch, cemented basement, fine furnace, fireplace, gas and electricity, the price is very reasonable considering the cost of the cottage.

WILLS, SPACKMAN & KENT  
ESTABLISHED WITH THE TOWN  
Gazette Bldg. Phone 350-351

#### NOTICE THIS!

Whoever heard of a 9-room house, modern in every respect, has laundry trays in basement, combination gas and electric heat, textures, slate in back parlor, nice reception hall on corner and on one of the finest streets in town, being offered at the extremely low price of \$5,000. These are facts and we will sell at this price and will make terms.

A. B. WILLIAMS & CO.  
Phone 1280 113½ N. Tejon St.

#### THIS IS A BARGAIN, SURE

6 rooms fully modern and that means bath, range, lights, furnace, good basement and in good repair. Large lot, east front, on high ground, east side of house could not be built for less than \$100 more than we ask for the house lot and all \$2,000. Let us show it to you.

THE NATIONAL REALTY CO.  
Suite 410 Exchange Nat'l Bank Bldg.  
Phone 129 J. F. Thomas Pres.

#### FOR SALE

\$8,500—room house, close in lot, 60x100 on car line, west front, has chicken house. We can sell on terms.

A. B. WILLIAMS & CO.  
Phone 1280 113½ N. Tejon St.

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# FOR SALE - FOR RENT - FOR TRADE

## FOR SALE - Real Estate

### MARGIN ON TEJON ST.

Rooms, one sleeping porch, screened and glazed in, back porch, 3 rooms in back, laundry tubs, etc. Extra toilet and lavatory on first floor. Large recreation hall, garage connected with recreation room for 3 horses. The rooms over-burnt, the lot is \$200. We can sell this place at the asking price of \$7,000, would cost \$12,000 to reproduce and worth every cent of it.

### THE NATIONAL REALTY CO.

Suite 410, Exchange Nat'l Bank Bldg.

Phone 199. J. F. Thomas, Pres.

### IT RUNS IN THE BLOOD

My grandfather was in the real estate and insurance business, my father was also. That is my business.

### RALPH J. GARLICK

THE KEYSTONE REALTY CO.

Second Floor Independent Bldg.

BY OWNER 4-room cottage, large lot, cheap. At 21 West First St., Tel. 445.

BEAUTIFUL home, 10 rooms, 2 baths, 3 fireplaces, sleeping porch, 12' x 16' front, lot \$6000, block car line, \$1000 cash, or trade. T-12, Gazette.

### A DANDY 5-ROOM COTTAGE

Westcott. This shingled cottage has full cement basement, furnace, bath, range, gas, electric lights, nice, large east front lot, small garage, large shade trees, lawn, walk, cement curb and driveway. We can sell this property for less than the house can be built, which is \$2,500.00, and we can make terms.

### THE NATIONAL REALTY CO.

Suite 410, Exchange Nat'l Bank Bldg.

Phone 199. J. F. Thomas, Pres.

BY WILD—Eight rooms, modern tent cottage, garage, chicken, tool houses, shade, lawn, garden patch, chicken runs; lot 15x230; three porches, Reduced from \$4,500 to \$3,500 for quick sale. T-12, Gazette.

NEARLY new four-room house, heated, chicken houses. Reduced \$300. T-20, Gazette.

TWO houses, north, 4-5 rooms, rent, lot \$274, will sacrifice \$2,700. T-23, Gazette.

TWO corner lots, Roswell, also two acres. Colo. City, sacrifice. T-28, Gazette.

\$2,000.00 WILL BUY

In this property more for the modern than anything else. It has large south front lot, large fruit and shade trees, barn, and chicken house, and a good 4-room house, bath, range and electric. This property is one block south of Colo. Ave. car line. We can sell this part of the cash, balance on time, at the low price of \$2,000.00.

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GOOD income property for sale by owner: part cash, balance 7 per cent on terms to suit purchaser. 417 S. Nevada.

FOR SALE—Five 3-room houses, to be moved at once, \$250 each. J. A. Ward, 625 E. Boulder.

SACRIFICE sale, modern six-room house, full lot, outside improvements, near car line. See owner, 1316 N. Colorado.

16-ROOM modern house and 5 lots, 50x150, easy terms. W. J. Sublette, 4204 Colorado Ave., Colorado City.

4 LOTS facing south on E. Ute, between Arcadia and Prospect, 1715 N. Tejon.

CLOSE IN, WEST SIDE

Where can you get a close-in house of 6 rooms, modern, except heat, for \$1,000? On terms to suit? A nice, large lot, 100 feet deep, only 5 minutes' walk to business. Why pay rent when you can buy like this?

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ON account of poor health I still offer my 5-room strictly modern house, for sale at a very low price. Phone 417-423 or Gazette T-42.

NEW, modern bungalow; 4 large rooms, bathroom, etc., south frontage. Apply 418 E. Ute St. Phone 418 Main 236.

5-ROOM house, modern except heat, full lot, chicken yard, some in alfalfa, fruit trees; will sell on terms. Mrs. C. M. Cannon.

BY OWNER 5-room, fully modern bungalow, chicken house, full lot, for less than cost to build; must be sold soon. 1117 N. Hancock.

SIX rooms, mod. except heat; lot 180 by 100; orchard, cellar, shade, lawn, garden patch. Reduced. "See offer. T-12, Gazette.

FULLY modern 7-room house, 12x16 enclosed sleeping porch; N. Tejon. Address C. M. L. 318 Mining Ex. Bldg.

BUNGALOW, nearing completion, 1614 E. Boulder St. Five rooms and sleeping porch; modern. Inquire 311 N. Institute St.

IF YOU WANT

close-in corner on S. Nevada, with two west cottages, for \$1,500 on terms to suit, call up 130.

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NEAT house, north, gas, coal range, lights, cellar, garden patch. Reduced \$1,450 to \$1,250; quick \$116. T-12, Gazette.

CHOICE building lots, not far northeast. Also income property. Call 507 N. El Paso.

FOR SALE—L.A. on lake front, in Prospect Lake addition. For price and terms, inquire 244 N. Cedar.

5-ROOM modern house, 2 blocks of High school, \$17.50. Apply 221 N. Washington.

16 ROOMS, two halls, modern, walking distance north. Address T-13 Gazette.

TWO houses, 4-7 rooms, two blocks court, Keweenaw, must sell. T-17, Gazette.

## Why Is A Real Estate Broker?

Because he is of valuable service alike to property owners and potential buyers.

### WHY TO PURCHASERS

BECAUSE HE SAVES YOU MUCH TIME. Now, in these days of modern transportation and requirements, and can sit in his chair and city general store, receive demands, for the modern office, has detailed records of each property, so that any question you could ask, thereby eliminating the necessity of personally inspecting many undesirable places.

BECAUSE HE SAVES YOU MONEY. How? He is a reliable judge of values. He comes in contact with many who are obliged to sell at below market value. By comparison with hundreds with whom he is familiar, he knows the bargain when he sees it.

AN INDIVIDUAL ATTEMPTING TO SELL HIS OWN PLACE, is interested in but the owner, is prejudiced—he naturally overvalues it. He cites the buildings of some neighbor for comparison. This is of no value, for the previous owner did not what other properties are actually selling for, are two different things. He cannot tell you what you want, have to take what he has. This will be of no worth, for it is all aimed to influence you on that one place.

THE BROKER has no more interest in one place than another and is not compelled to sell his own place, is interested in but the owner, is prejudiced—he naturally overvalues it. He cites the buildings of some neighbor for comparison. This is of no value, for the previous owner did not what other properties are actually selling for, are two different things. He cannot tell you what you want, have to take what he has. This will be of no worth, for it is all aimed to influence you on that one place.

### WHY TO SELLER

BECAUSE ONE OUT OF TEN PROPERTIES ARE SOLD BY BROKERS, therefore the chance of selling direct is a small one. Because he knows of a hundred prospective purchasers to an owner's one. Because about one out of a hundred has had the experience required to be able to close a deal, customers preferring to deal with a reliable broker who understands his business and can be of some service to them.

Because he is worth much more than his small fee to an owner in saving time, executing papers, correcting the many unexpected details in title and adjusting the numerous details.

### YOU PROSPECTIVE PURCHASER

Select a broker in whom you have confidence and there are many in Colorado Springs deserving same and you will realize the above to be facts. Yours for a mutual understanding.

## THE KEYSTONE REALTY CO.

RALPH J. GARLICK

Second Floor Independent Bldg.

### FOR SALE - Real Estate

#### THE LAST TWO

Manitou properties we advertised were not based on the first offering we took to see them, as was also the previous property we told you about.

#### NOW THINK SOME

HERE IS OUR THIRD OFFER-ING—A seven-room, with porches, bath, lights, range, sewer porches, fine floors, lawn, shade, cement walk, very large barn, house completely furnished; also a furnished tent on lot with electric lights.

BE THE FIRST TO SEE THIS

### THE KEYSTONE REALTY CO.

RALPH J. GARLICK

Second Floor Independent Bldg.

#### NO CHANCE

To take on this 4-room modern cottage, only one-year-old cottage on car line, sidewalk, barn and can be yours for \$1,500, if you hurry.

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### HOSES AND VEHICLES

DATE: 1/17/12 9:30 AM

window, girl or auto and shield shield, and we furnish we, also, a

10' to 12' to 14' to 16' to 18' to 20' to 22' to 24' to 26' to 28' to 30' to 32' to 34' to 36' to 38' to 40' to 42' to 44' to 46' to 48' to 50' to 52' to 54' to 56' to 58' to 60' to 62' to 64' to 66' to 68' to 70' to 72' to 74' to 76' to 78' to 80' to 82' to 84' to 86' to 88' to 90' to 92' to 94' to 96' to 98' to 100' to 102' to 104' to 106' to 108' to 110' to 112' to 114' to 116' to 118' to 120' to 122' to 124' to 126' to 128' to 130' to 132' to 134' to 136' to 138' to 140' to 142' to 144' to 146' to 148' to 150' to 152' to 154' to 156' to 158' to 160' to 162' to 164' to 166' to 168' to 170' to 172' to 174' to 176' to 178' to 180' to 182' to 184' to 186' to 188' to 190' to 192' to 194' to 196' to 198' to 200' to 202' to 204' to 206' to 208' to 210' to 212' to 214' to 216' to 218' to 220' to 222' to 224' to 226' to 228' to 230' to 232' to 234' to 236' to 238' to 240' to 242' to 244' to 246' to 248' to 250' to 252' to 254' to 256' to 258' to

# Wants

## WANTED: Mole Help

WANTED—First class carpenters and one apartment to exchange for work for part cash paid. The Hastings-Alten Realty and Building Co., 116 N. Tejon.

**SUITS, Etc.—ALL WOOL GOODS**  
Made to your measure. We save you 20 cents on every dollar. The Court House Square Tailors, 125 E. Cuchara. P-100 care of Gazette.

WANTED—Young woman to work with references. Apply 1115 N. Tejon. Telephone 1489.

WANTED—A cook who is willing to do some washing. Apply Mrs. W. M. Handel, Broadmoor, Phone 264.

WANTED—Strong, willing girl for general housework. 110 N. Nevada.

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KETTERER'S LADIES' TAILORING COLLEGE—A school of 8 months, dress cutting, dressmaking and ladies' tailoring. Special course for ladies who desire to learn the dressmaking of 8-12 P. M. Room \$1.

WANTED—Experienced general maid, with looks, with city references. Apply to Mrs. Henderson, 112 E. K. 11.

EMPLOYMENT BUREAU—47 E. Tejon. National Bank Bldg. Mrs. K. H. 11.

Mrs. HENDERSON, 112 E. K. 11.

WANTED—Experience in laundry, washing, mending, etc. Apply 122 N. W. 11.

MACHINES used—washing, mending, etc. at 22 N. W. 11. Phone 894.

WANTED—Situations

WANTED—Specialist in ordinary stenographic work by competent lady having had seven years experience. Address Lock Box 588.

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WANTED—Miscellaneous

STOVE DOCTOR—Call us in if you need your stoves ranges, heaters or gasburners repaired or your chimneys or furnaces cleaned. CRAVEN & DUFF.

Bear 116 E. Huerfano. Phone M-100.

WANTED—Are you going to do any building or repair work? If so, for houses call up H. T. Sinclair, Main 142.

WANTED—Good driving and riding horse in exchange for lot in north end. Phone 188.

SAFETY blades sharpened. Pikes Peak Pharmacy and Electric Cigar Store.

LEADING buyer of gents' clothing. 132 E. Huerfano. Phone 123.

BABY cab with top, good condition, describes state price. T-3, gazette.

HIGHEST price paid for men's clothing and shoes. Phone 1855 Main near Gleckner. Address S-29 Gazette.

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PLEASANT, furnished room, north location, 160 to 1800 Nevada to Wood. Landlines essential. Address T-5 Gazette.

WANTED—2 or 3 unfurnished rooms, modern, close in. S-35 Gazette.

MUSICAL INSTRUMENTS

FOR SALE—Cheecking piano, mahogany case, bargain; owner leaving city. 120 N. Prospect.

BOARD AND ROOMS

HARTSEL Hot Springs for rheumatics; good board and room at the Martin hotel, \$1.50 day; \$3 week; bathes free extra. Hartsel, Colo.

THE Marlow, 25 W. Bijou; private bath and sleeping porches, steam heat and open grates; excellent table.

MISS WOMACK, 432 N. Nevada meals singly or weekly. Phone M-784.

VERY pleasant rooms, strictly home cooking, reasonable. 21 E. Bijou St. Phone 2117.

THE WESTOVER, 2 nice sunny rooms with board. 541 N. Cascade.

BOARD and rooms, \$6 per week and up. 130 E. Huerfano.

ONE large room, with board, at 222 E. 14th. Phone Red 81.

MISS HURST, 27 N. Wober. Table board.

For Sale—Rooming Houses

FOR SALE—Furnishings of 11 rooms, block from business center; beautiful, home-like place; barn; buy from owner and save commission. S-34 Gazette.

11 ROOM furnished rooming house and lot for sale cheap, by owner. 220 S. Tejon.

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PUBLIC STENOGRAPHER Room 42, Hagerman Building.

WANTED—Miscellaneous

STOVE DOCTOR—Call us in if you need your stoves ranges, heaters or gasburners repaired or your chimneys or furnaces cleaned. CRAVEN & DUFF.

Bear 116 E. Huerfano. Phone M-100.

WANTED—Are you going to do any building or repair work? If so, for houses call up H. T. Sinclair, Main 142.

WANTED—Good driving and riding horse in exchange for lot in north end. Phone 188.

SAFETY blades sharpened. Pikes Peak Pharmacy and Electric Cigar Store.

LEADING buyer of gents' clothing. 132 E. Huerfano. Phone 123.

BABY cab with top, good condition, describes state price. T-3, gazette.

HIGHEST price paid for men's clothing and shoes. Phone 1855 Main near Gleckner. Address S-29 Gazette.

WANTED—To Rent Houses

PLEASANT, furnished room, north location, 160 to 1800 Nevada to Wood. Landlines essential. Address T-5 Gazette.

WANTED—2 or 3 unfurnished





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# THE BENNETT BUILDING

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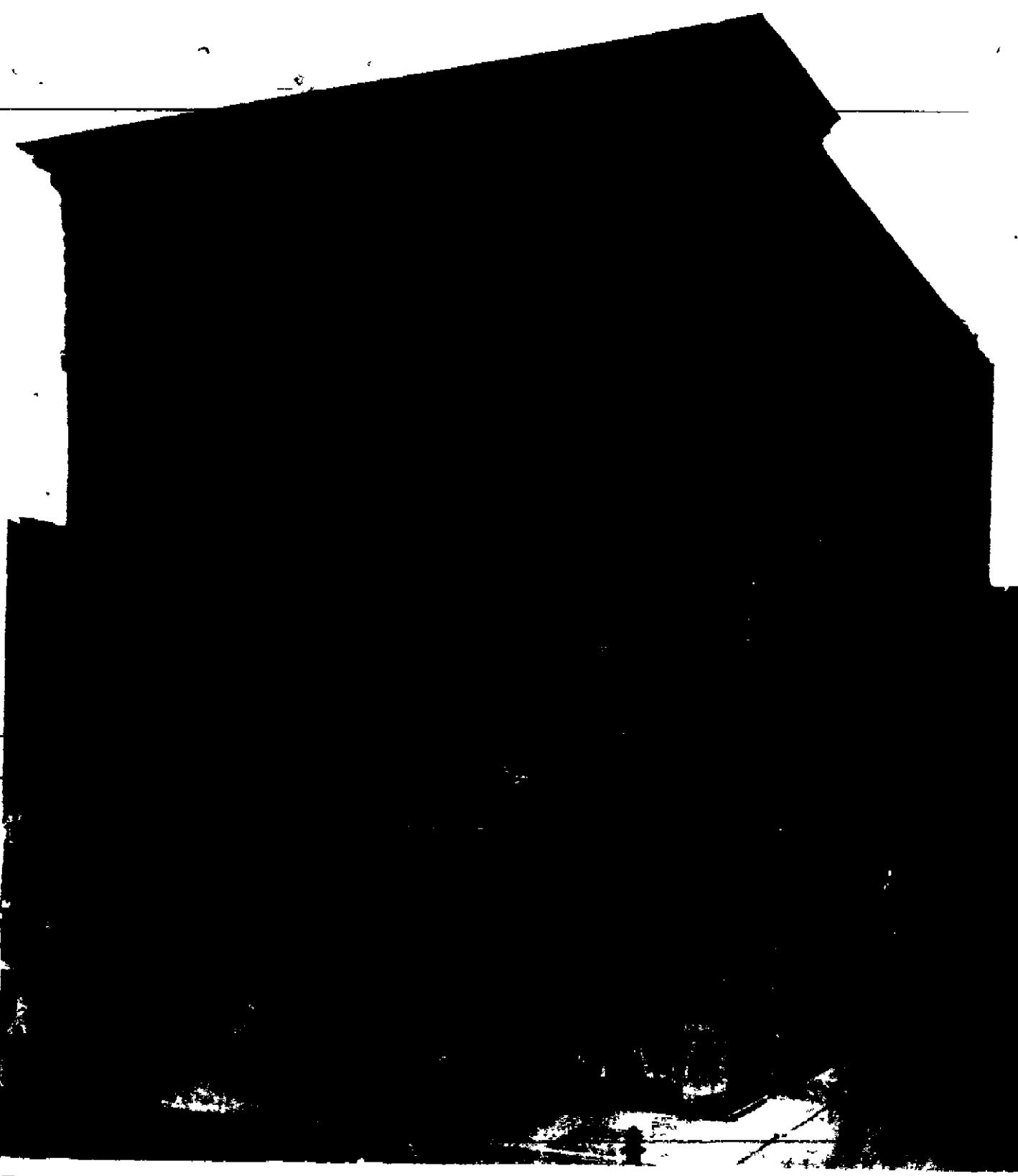
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Rooms  
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*Excellent  
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Strictly  
Modern  
Fireproof  
Building*

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Well Heated  
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Do You Want a Snap in a Tract of Land?

WE MAKE the financing, buying and selling of tracts of land our specialty. We have handled land propositions running from 5,000 acres to 1,600,000 acres and have never yet fallen down on a deal. Our capital has increased from \$10,000 when we started in Colorado Springs to \$1,000,000, all made in the land business. We always have a proposition for every man who is interested in land, and have made thousands of dollars for our customers. Our business in 1911 ran several millions in volume.

We have some exceptional snaps in land at the present time that will make the purchaser big money. Land has attracted more money during the past few years than any other form of investment and the movement towards land seems to have just begun.

## The Yates and McClain Realty Company

CAPITAL STOCK \$1,000,000

\$700,000 FULLY PAID

### Wholesale Land Dealers

Rooms 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23 El Paso Building, Colorado Springs, Colo.

Phone Main 270